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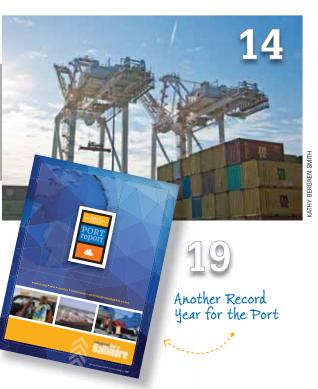


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COVER: The Port of Baltimore has built its success by promoting cargo diversity with key commodities such as autos, containers, forest products and roll-on/roll-off equipment. Photography by Bill McAllen, Kathy Bergren Smith, courtesy of Hyster and courtesy of the MPA.





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SE SOUNDINGS

The happenings in and around the Port

RAIL

Direct-to-Rail Operation at Dundalk Shows Off Efficiency of Heavy-Lift Berth

he Maryland Port Administration (MPA) completed its first direct-to-rail discharge at the Dundalk Marine Terminal in early December. Three transformers, each with a weight of 104 metric tons, were lifted from the Spliethoff *Snoekgracht* to Norfolk Southern railcars waiting on tracks alongside the vessel. Ports America handled stevedoring duties.

"The ship-to-rail operation worked exactly as planned and we look forward to handling more of this type of cargo," said **Sam Azzarello**, MPA General Manager, Logistics.

Over the summer, the MPA opened its new heavy rail spur that runs along Dundalk Berth 5/6 without crossing other tracks. The E80 track supports a railcar at 80,000 pounds per axle and



provides a seamless connection between ship and rail.

Azzarello called the direct-to-rail operation "cost-effective and efficient," adding that the three transformers were moved in less than three hours. #



DISTRIBUTION

MTC Logistics Expanding to Meet Demand

he MTC Logistics distribution center located at the Chesapeake Commerce Center adjacent to Seagirt Marine Terminal is undergoing an expansion. As announced in early December, the facility will exceed 9 million cubic feet and offer approximately 32,000 racked pallet positions when the expansion is

completed.

"Our distribution center's location immediately adjacent to the Port of Baltimore's Seagirt Marine Terminal

and within a half mile of two entrances to I-95 has lived up to our expectations," said **Harry Halpert**, MTC Logistics Chairman. "Since opening in 2009, the feedback from our customers about this facility's ability to integrate international and domestic services and to timely serve markets with our transportation affiliate, MLogistcs™, has been overwhelmingly positive and has placed us in a position to expand."

ARCO Design/Build, the Atlanta-based company responsible for design and construction of Phase I of the facility, has also been contracted to design and

construct Phase II, which will encompass 5 million cubic feet of temperature-controlled space complete with more than 15,000 specialized rack positions. MTC Logistics has been operating temperature-controlled distribution centers since 1928.

"With the expansion of the Panama Canal slated for 2015, we needed to be ready to support the expanding demands for refrigerated cargo in the Mid-Atlantic region," said MTC Logistics President F. Brooks Royster, III. "Due to the Port of Baltimore being one of only two ports on the East Coast able to accept the newly defined Panamax vessels, we needed to be ready for the additional business. Additionally, the recently announced P3 Alliance of Maersk, MSC and CMA/CGM will continue to accelerate the expansion of the Port of Baltimore."



TRAINING

First Responders Participate in Port-Based Exercise

he Port of Baltimore's North Locust Point Marine Terminal was the scene of a joint exercise led by the Maryland Port Administration (MPA) Office of Security and the U.S. Dept. of Defense, Fort Dietrich, Md. More than 100 first responders were trained last fall in how to address a criminal incident that might include weapons of mass destruction (WMD) or hazardous materials (HAZMAT).

David Espie, MPA Director of Security, said that Defense Department personnel set up a joint command with his

team and operated the daylong session under the Incident Command System. Participating responders came from the Maryland Transportation Authority Police, Baltimore City Police SWAT Team, Baltimore City Fire Department, Howard County Fire Department and U.S. Army.

"The training proved beneficial for all involved," said Espie. "A teamwork approach is essential to addressing a crime scene that might involve WMDs or HAZMAT, otherwise the dangers to the first responders are grave."

Espie said that experts in various materials were on hand and the exercise included decontamination procedures.

"A marine terminal is a logical target for a domestic or international terrorism act," said Espie, who took the lead in organizing the exercise with the Department of Defense.



SOUNDINGS



EVENTS

Port Plays Key Part in Forest Products Industry Symposium

altimore recently served as host for what is considered to be the leading biennial conference and exhibition for the global forest products logistics industry.

During **PPI Transport Symposium 20**, which was held October 28-31
at the Baltimore Convention Center,
representatives of the Maryland Port
Administration (MPA) and BalTerm took the
opportunity to promote their forest products
capabilities before a worldwide audience.

The MPA was able to showcase the Port with a harbor cruise the night before the opening day of the conference. Later, MPA Executive Director James J. White was one of the highlighted speakers.

"We had the premier location for our

NEWSMAKERS

Bentley 'Roasted' as Part of 90th Birthday Celebration

or Helen Delich Bentley's 90th birthday party in November, a large crowd dominated by business leaders and politicians had fun "roasting" the long-time Port of Baltimore advocate and former congresswoman.

More than one guest noted that the birthday celebration attracted a roomful of people that both love and fear Bentley, not necessarily in that order.

House Minority Whip **Steny Hoyer**, playing on Bentley's well-known "Buy American" stance, joked that he brought along a letter of congratulations from the Japanese ambassador, but that he couldn't read it out loud due to the coarse language it contained.

Other "roasters" poked fun at Bentley's fast driving, gruff voice and long hours on the job. Recalling the early-morning telephone calls she would get when the two women were in office together, Senator **Barbara Mikulski** said, "I'm a good Catholic; I will genuflect for the Pope and I will answer the phone for Helen Bentley."

A former newspaper reporter, Federal Maritime Commission chair and five-term congresswoman who spearheaded important dredging efforts in Baltimore Harbor, Bentley received a pin from Senators Mikulski and Ben Cardin that was commissioned by the Smithsonian Institution and identified her as "The First Lady of the Port."

The renaming of what is now known as the Helen Delich Bentley Port of Baltimore took place in 2006 during the Port's 300th anniversary, which was commemorated with the issuing of special license plates. U.S. Rep. C.A. "Dutch" Ruppersberger remembered thinking that he might be in line for the coveted 300th plate. Alas, Congressman Ruppersberger's car sports No. 299; Bentley has No. 300.

Along those same lines, **George F. "Bud" Nixon**, former President of Rukert Terminals Corporation, said of Bentley, "She's the only eyewitness of the birth of the Port of Baltimore."

U.S. Rep. **Elijah Cummings** put all kidding aside when he told Bentley, "You helped me to dream bigger dreams. ... You were trying to make our world a better world."

The event took place on the waterfront at the Baltimore Museum of Industry (BMI). In lieu of gifts for the party, Bentley requested that donations be made to some of her favorite causes, including the BMI, *Pride of Baltimore*, Maritime Industries Academy Foundation and Wounded Warriors, as well as various animal-protection groups and the University of Baltimore Bentley Scholarship Fund.

When explaining why the 90th birthday celebration was important to her, Bentley said, "I decided I wanted to see all of this while I was still above the ground."





booth with BalTerm and had very good foot traffic," said **Joseph Greco, Sr.**, MPA Deputy Director, Marketing. "We discussed opportunities with many key players in the industry."

The MPA served as sponsor for the 2013 event alongside BalTerm, which handles cargo for many of the world's largest forest product companies. Other local participants ranged from the Association of Maryland Pilots to Rukert Terminals Corp.

It was the first time that Baltimore has hosted the symposium, which alternates between locations in Europe and the United States. (The 2011 symposium was held in Amsterdam, while Germany's bremenports GmbH & Co. will play host for PPI Transport Symposium 21 in 2015.)

The symposium is organized by RISI, a leading information provider for the forest products industry, together with the International Forest Products Transport Association.



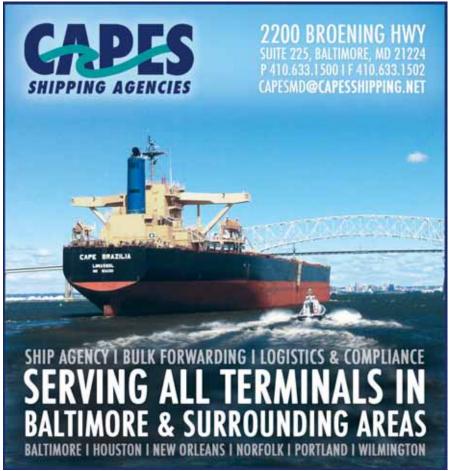
Left, former Governor Marvin Mandel, 93, joined the celebration while, below, Senator Barbara Mikulski (at left) offered plenty of praise and a little bit of ribbing for her former colleague, Helen Delich Bentley.



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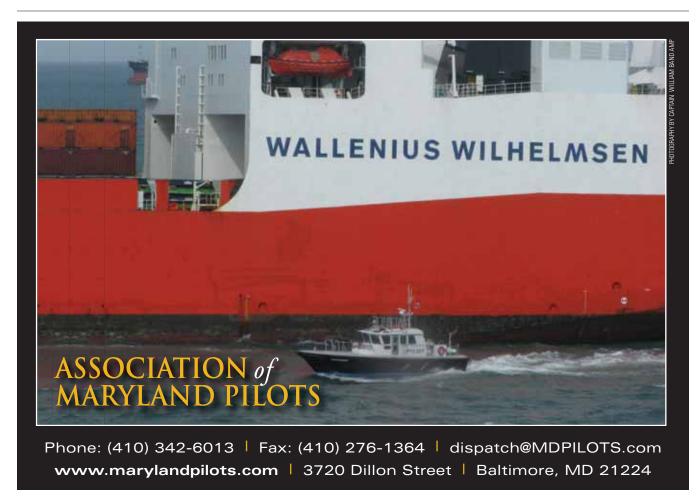
Port Community Supports Typhoon Yolanda Victims

n support of Typhoon Yolanda relief efforts, Evergreen Line provided discounted rates for three 40-foot containers. One was paid for by Thunderbolt Global Logistics (owned by Jim Shapiro and Stu Tobin) and two by Rosedale Baptist Church, through the assistance of the Rev. Scott Tewell.

Scott Damasiewicz from Rukert
Terminals Corporation arranged for free
transportation of the three containers
to and from the Port of Baltimore and
the church, where they were filled with
donated clothes and canned goods earlier
this winter.

Josie Frias, Export Coordinator for Thunderbolt, gave special thanks to Mary Jane Norris of the Maryland Port





IN MEMORIAM

Footner Founder Built Company to Be 'Biggest Asset to Shipper'

fter his passing in early December, shipping executive **Roberto I. Gutierrez** was being remembered as a tireless, devoted business leader.

In 1950, Gutierrez and partner Geoffrey Footner

founded Footner and Company as an international freight forwarder and customs brokerage. By the 1970s, Gutierrez had become sole owner.

"For 60 out of 63 years, the business has been profitable," said his son, **Richard Gutierrez**, who is now President of the company. "Each year, every employee got a bonus. I think he was proudest that he was able to do that."

The company's stated philosophy is to be the "biggest asset to a shipper," a stance instilled in Footner's employees thanks in part to Roberto Gutierrez's almost constant presence in the office, even after retirement.

"Up until 2013, he was coming in the office everyday, working and leading the company," said Richard Gutierrez, who added that he grew to admire and respect his father even more after experiencing first-hand the challenges that a business owner faces. "What I miss most about my father is his perseverance. I now see what an owner and president goes through day in and day out." He added that he has "more respect for him because he was able to [run the business] for such a long period of time."

A long-time Towson resident, Roberto I. Gutierrez passed away on Dec. 9 at the age of 93. $\ensuremath{\textcircled{\oplus}}$



EVENTS

Secretary Smith Delivers State of the Ports Address

aryland Transportation Secretary

James T. Smith, Jr. spoke about
2013 transportation successes
and exciting opportunities for 2014 during

WTC Baltimore's 24th anniversary Embassy Wine Tasting and Maryland State of the Ports Address.

The event, held in early December at the World Trade Center Baltimore, was co-hosted by the World Trade Center Institute



and ARINC, a major transportation systems provider. ARINC CEO **John Belcher** was one of the keynote speakers.

Signature sponsors included Ports America Chesapeake and CSX Transportation, while Northrop Grumman Electronics Systems sponsored a breakout session with its Chief System Architect, Man-Bae Kim, who discussed Harbor Protection and C4ISR Security Technology.



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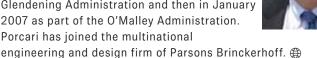
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SOUNDINGS

NEWSMAKERS

Former U.S. Deputy Transportation Secretary Enters Private Sector

ohn D. Porcari, who served as Maryland Transportation Secretary from 2007-2009, resigned his position as U.S. Deputy Secretary of Transportation on Dec. 27 to go to work in the private sector. Porcari, 54, actually served two stints as Maryland's Transportation Secretary, first for the Glendening Administration and then in January 2007 as part of the O'Malley Administration. Porcari has joined the multinational





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BY THE NUMBERS

Handling Dredged Materials to Maintain Shipping Lanes

he Maryland Port Administration (MPA) announced in January that it

is seeking ideas from the private sector about how to convert material dredged from Baltimore Harbor shipping channels into an environmentally



safe aggregate used in the construction/building industries. "Without properly maintained shipping channels, the huge ships of today and supersized ones of tomorrow could not safely travel to and from the Port," said MPA Executive Director James J. White. "By seeking the expertise from private industry, we can potentially increase our [dredged material] placement options by creating an environmentally beneficial product."

The nickname for a public-private partnership such as the one being explored by the MPA for taking material away from the Cox Creek Dredged Material Containment Facility and converting it into a lightweight building aggregate.

Port Administration Marketing Department at

mnickoles@marylandports.com.

ACRES

that make up the Cox Creek Dredged Material Containment Facility, which receives about 500,000 cubic yards of dredged material annually.

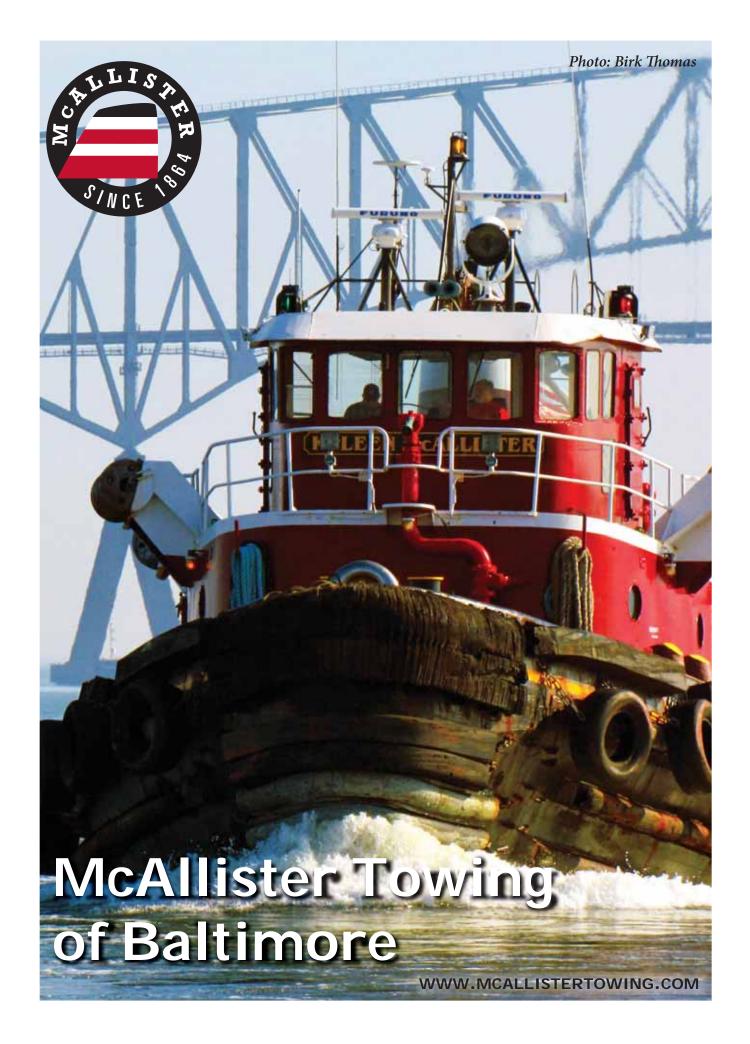
1.5 MILLION

cubic yards of material that must be dredged from **Baltimore Harbor** each year.

2015

The year when construction of the expanded Panama Canal is expected to be completed.

> The depth (in feet) of the shipping channel that allows the Port of Baltimore to be one of only two ports on the U.S. East Coast currently able to handle large, super-post-Panamax ships coming through the Panama Canal.



Energy Saved with Seagirt's Fast-working Electric Cranes

our massive, electric-powered cranes now operating at the Seagirt Marine Terminal yield such increases in productivity that they result in significant energy savings.

The cranes do not burn fuel; they use heavy-duty electric cables to connect directly to the power grid, running on 13,200 volts — significantly higher than the older cranes. The higher the voltage, the less demand on the power grid.

But the cranes' real efficiencies lie in their ability to unload ships faster, reducing the amount of time that ships are idling at the berth, as well as reducing fuel usage on equipment being used to unload the vessels.

"When the crane is fully boomed up, it is just over 400 feet tall or roughly the height of a 40-story building," said **Patrick Howell**, Crane & Engineering Manager with Ports America Chesapeake.

With a working height of 110 feet, the older cranes sometimes struggle to get across the boxes stacked on the larger ships calling on Baltimore — and this is before the gigantic post-Panamax ships begin arriving in 2015. The new cranes add 30 feet to the capable working height and can reach across a ship where the containers are stacked 22 wide, as opposed to 18 wide with the old cranes.

"We were limited with our outreach and our working height on anything bigger than an 18-wide ship," Howell said, noting that the newer 14,000 TEU ships can have a draft of 50 feet and reach 22 containers wide. "They're almost double the size of a typical ship currently coming into Baltimore."

Even more significantly, the new cranes can pick up two containers at once. The older cranes could, too, but only if the containers were not packed to their maximum weight. A container can hold up to 67,800 pounds, or roughly 34 short tons. Two containers would weigh 68 tons, but the capacity of



the older cranes is only 50 tons.

"Capacity is a big deal, because the boxes are coming in heavier and are regularly exceeding the 50-ton capacity we had with our older cranes," Howell said. "Now we can do two 34-short-ton containers at once. In almost all scenarios, we'll be able to twin pick, which helps us to become more efficient while using less energy. The new cranes have given us the opportunity to help reduce our carbon footprint in the Baltimore community while also increasing our capabilities and production to make the Port a more attractive option for current and potential customers."

Ports America
Chesapeake Crane &
Engineering Manager
Patrick Howell
has noted that the
electric-powered
Seagirt cranes reduce
the carbon footprint
while increasing
production.



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FUNCTION PROS.



Delegates Get an Up-close Look at Port

embers of the Maryland General Assembly's House of Delegates Economic Matters Committee learned more about the importance of dredging and the Port of Baltimore's operations when they toured the Port in late October.

The Committee had requested the tour, and the Maryland Port Administration (MPA) was pleased to host them. The House Economic Matters Committee plays a key role in helping the MPA and the Port of Baltimore secure legislation to stimulate the flow of waterborne commerce through the State of Maryland.

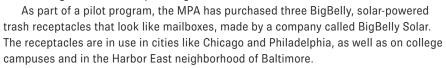
The group of delegates included Dereck E. Davis, Chair of the Committee; David Rudolph, Vice Chair of the Committee; Richard K. Impallaria; Brian K. McHale; Joseph J. Minnick; Benjamin F. Kramer; and Michael L. Vaughn. They began their tour at the Masonville Cove **Environmental Education Center** with welcoming remarks from James J. White, MPA Executive Director. The delegation heard about the programs and activities at the environmental center and then went to the Masonville Dredged Material Placement Site. A landside tour included stops at the Dundalk and Seagirt marine terminals and concluded with a harbor tour.

Baltimore Port Alliance members Capt. Eric Nielsen, President of the Association of Maryland Pilots, and Andy Nixon, Vice President of Rukert Terminals Corporation, conducted the harborside tour.

Even **Trash** Can Benefit from **Technology**

he idea behind a trash compactor is simple; more trash can be stored in less space, reducing the amount going into landfills and the manpower needed to empty the trash.

The Maryland Port Administration (MPA) is experimenting with an idea that's even more environmentally friendly: solar-powered trash compactors that also prevent animals and birds from raiding the trash and spreading debris.



The waste receptacles resemble mailboxes, with a solar panel on the top. The door opens like a mailbox so that trash can be deposited but birds and rodents can't get in — and forgetful humans don't have to worry about putting the lid on tight. A BigBelly receptacle has a sensor that tells it when to compact the trash, and those sensors also notify whoever is responsible for emptying them when they are filling up.

The BigBellies are stationed at Berth 11 and at Block House 12 and 13, spots chosen because they have plenty of foot traffic.

The pilot program is part of the MPA's Clean Port initiative, which focuses on litter prevention and street sweeping, an important initiative since litter dropped at marine terminals is likely to be blown into the harbor.



he Baltimore Port Alliance (BPA) recently participated in a national webinar coordinated by the Office of Transportation and Air Quality at the U.S. Environmental Protection Agency (EPA). This was the second in a series of three webinars that focused on Goods Movements and Ports; Community Impacts; and Collaborative Solutions.

Through its Ports Initiative, the EPA explores effective partnerships with port stakeholders to identify opportunities and find solutions that create more sustainable ports systems. Partnerships are designed to:

- > encourage environmental progress at ports and reduce climate risk
- support operational and technological improvements to increase efficiency
- > improve community health and air quality
- encourage sustainable economic development that supports the economy and jobs

A focus of the BPA Environmental Committee is to act as a liaison with various government agencies as well as local environmental and community organizations. In July, the BPA hosted a tour of the Port of Baltimore that including EPA staff. An outcome of this meeting was an opportunity to present a case study of community engagement in the Port's award-winning Masonville Dredged Material Containment Facility and Masonville Cove Restoration Project.

The case study outlined: the Port's ongoing need to find suitable dredged material placement sites, the development of the Harbor Team and other advisory committees to recommend sites, the collaborative process of engaging local community organizations to provide input that was incorporated into the project scope, and the resulting relationships of trust that have resulted from the process.



Wind Energy

Creates Maritime Business Opportunities

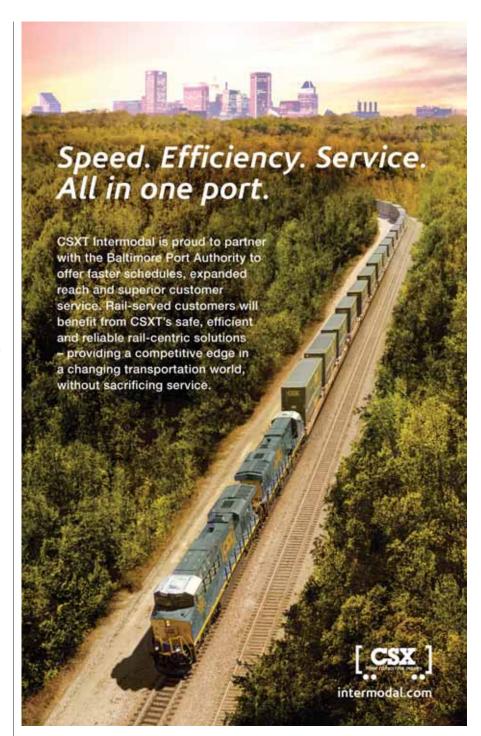
he State of Maryland and the Business Network for Maryland Offshore Wind (BizMDOSW) brought in an expert from Germany to review the Port of Baltimore facilities and offer advice on capturing business related to offshore wind energy.

Jens Eckoff from Bremen, Germany, has worked for 15 years in various capacities to make Bremen and Bremerhaven into one of Europe's leading wind-energy regions. In late October, Eckoff toured the Port of Baltimore on land and on the water aboard a McAllister tugboat and met with Maryland Gov. Martin O'Malley. He shared his observations in a briefing at the World Trade Center. In November, a delegation from Baltimore toured the port facilities in Bremen and Bremerhaven.

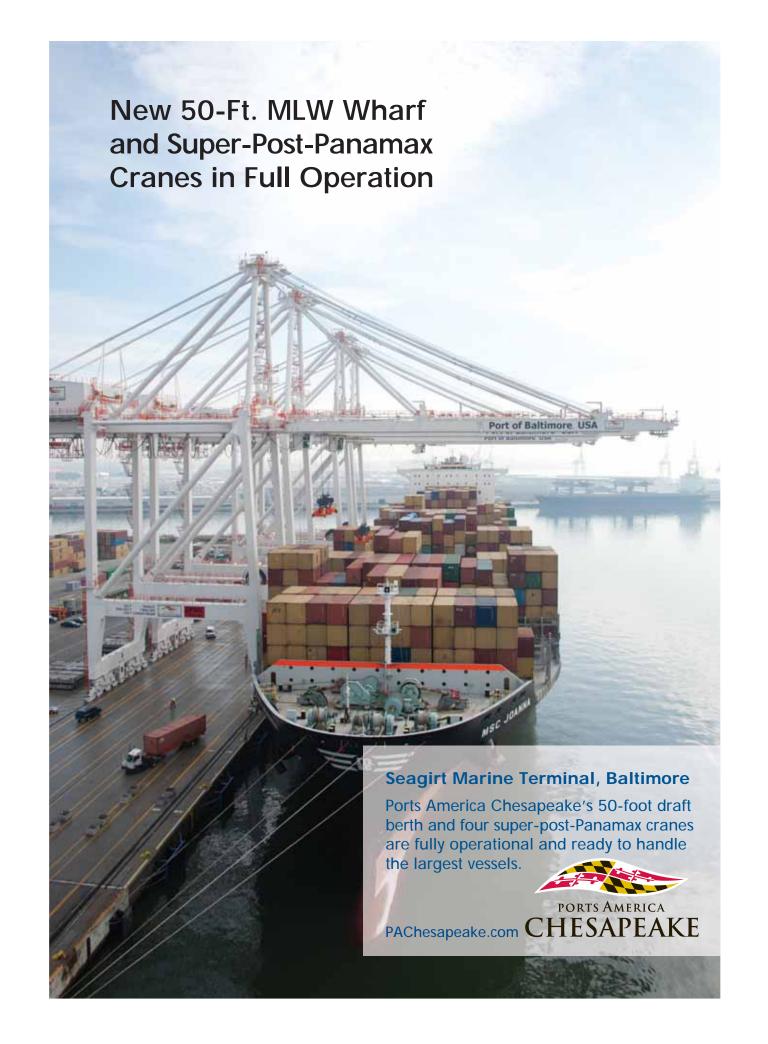
The Masonville presentation was made by former BayBrook Executive Director Carol Eshelman, who was a key community representative in this successful project.

"The Masonville Cove community engagement process provided a much more efficient and collaborative process to the greater benefit of the Port," said Maryland Port Administration (MPA) Executive Director M. Kathleen Broadwater. "Masonville went from concept to first inflow in only six years, half the time typically required for site development."

Not only was the Masonville Cove model successful with respect to its original intent — confined placement of harbor dredge material — it cleaned up a cove decimated by a century of pollution, and it is providing long-term community benefits. It demonstrated that engagement with all constituencies early and throughout the process ultimately saves time and resources and provides a model for future efforts.









general cargo autos containers forest products roll-on/roll-off breakbulk/bulk cruise







The Releas Declinich Sensitivy Property of Baltimore

STRATEGIC PLAN TRANSLATES INTO STRONG PERFORMANCE

he public marine terminals at the Port of Baltimore produced another strong year in 2013, with most of our key commodities experiencing growth. While worldwide economic conditions will always have a strong impact on our performance, our top goal will continue to be growing our market share.

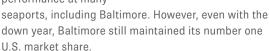
The Maryland Port Administration crafted a strategic plan for the Port's public marine terminals that we continue to follow today. Promoting cargo diversity has greatly enhanced our overall performance and has helped us in recessionary times and times of economic uncertainty. Our strategic plan recommended concentrating our efforts on four key commodities: autos, roll-on/roll-off (farm and construction machinery), containers and forest products. We have recently added cruise to that list.

The cargo commodities help to comprise the general cargo tonnage at the Port of Baltimore. In 2013, general cargo reached 9.6 million tons at the public terminals, matching 2012's record year. Most of that tonnage was containers, which saw improvement from last year. The Port of Baltimore's container business is clearly trending up with the newly operational 50-foot-deep berth and four super-post-Panamax cranes. Baltimore is one of only two U.S. East Coast ports ready right now to handle some of the largest ships in the world. Through a unique public-private partnership with Ports America Chesapeake, we are in a very competitive position to welcome supersized ships today from the Suez Canal and tomorrow through the expanded Panama Canal.

The Port of Baltimore strengthened its hold on being the top auto port in the U.S. for the third straight year by handling a record 578,000 cars at the public terminals in 2013. A solid year by some of our longtime auto accounts, combined with the Port's unique white-glove quality program and geographic advantage as the closest East Coast port to the Midwest, continue to be key factors in our success. Baltimore's reputation for vehicle handling is also boosted by the presence of four on-dock vehicle processors.

While rolled paper saw a slight increase from 2012, our other main forest product cargo, wood pulp, had an outstanding 22 percent jump from the year before. Wood pulp is used to manufacture common everyday

items such as paper towels, napkins, tissues and diapers. Roll-on/ roll-off was the only one of our key cargos that did not perform well last year. The unstable European economy contributed greatly to that cargo's poor performance at many



executive

view

The Port's cruise business again saw a very positive year, with more than 200,000 passengers for the fourth consecutive year. Since launching year-round cruising five years ago, Baltimore today has established itself as one of the busiest cruise ports on the East Coast. Our location within one of the largest and most affluent U.S. consumer markets makes Baltimore an ideal cruise port. The cruise terminal itself is aided by a wonderful location immediately off Interstate 95 and an easy drive for both Maryland residents and those coming from neighboring states such as Pennsylvania, Virginia, New Jersey and Delaware.

Growth in our cargo and cruise portfolios are certainly vital to our overall success. However, what pleases me just as much is the Port's leading role in our state as a major economic generator. More than 14,600 direct jobs are generated by the Port of Baltimore. These are good-paying, family-supporting, blue-collar jobs. Nearly 110,000 jobs throughout Maryland are linked to activities from the Port. Without a healthy, vibrant and bustling Port of Baltimore, many of those jobs would be lost.

Heading into 2014, I am very confident that the Port of Baltimore will continue to build on its successes of the past few years and, more importantly, continue in its role as one of Maryland's leading job creators.

James J. White, Executive Director Maryland Port Administration



Port Report Photography by Bill McAllen



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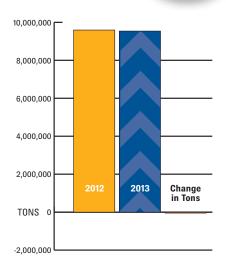






he Port of Baltimore's public marine terminals had another strong year in general cargo in 2013, matching the record of 9.6 million tons handled set in 2012. That marked only the second time that general cargo at the public terminals exceeded nine million tons. General cargo includes autos, containers, forest products and roll-on/roll-off (farm and construction machinery).

The strong results were due in part to record years for autos and containers. Both rolled paper and wood pulp, the two primary forest product commodities, also did well. Roll-on/roll-off cargo had a challenging year, however the Port of Baltimore was able to maintain its ranking as the number one U.S. port for that business.



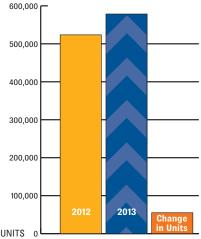
GENERAL CARGO

2013 9,569,001 Tons

2012 9,594,462 Tons

PERCENT CHANGE -0.27%





t was another record year for autos in 2013. Baltimore remained the number one port in the U.S. for autos for the third consecutive year by handling 578,500 units over its public piers. This marked an 11 percent increase from 2012. The Port saw record numbers of cars from some of its key auto customers.

Baltimore's success in autos is attributable to many factors, including

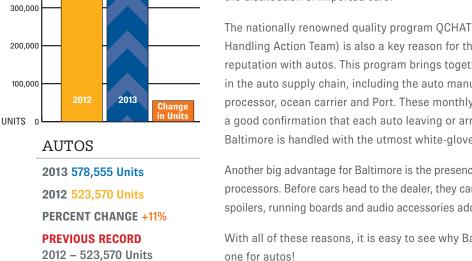
the cost-effective transportation of vehicles from the traditional Midwest production sites for exports. The Port's location is perfect for the distribution of imported cars.

autos

The nationally renowned quality program QCHAT (Quality Cargo Handling Action Team) is also a key reason for the Port's outstanding reputation with autos. This program brings together all key players in the auto supply chain, including the auto manufacturer, labor, processor, ocean carrier and Port. These monthly meetings serve as a good confirmation that each auto leaving or arriving at the Port of Baltimore is handled with the utmost white-glove care.

Another big advantage for Baltimore is the presence of four on-dock auto processors. Before cars head to the dealer, they can have items such as spoilers, running boards and audio accessories added right onsite.

With all of these reasons, it is easy to see why Baltimore is number one for autos!





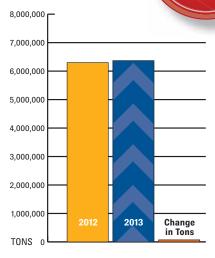




he Port of Baltimore's container business had another record year in 2013. More than 6.3 million tons of containerized products were handled over the public marine terminals, good for a slight one percent increase from 2012. But 2013 will be remembered at the Port of Baltimore for more than an increase in container tonnage, it will be remembered as the year the new 50-foot-deep container berth and four super-post-Panamax cranes became operational.

Thanks to its public-private partnership with Ports America Chesapeake, the Port took a giant step forward and distanced itself from most of its competitors. With the new berth and cranes, Baltimore became one of only two U.S. East Coast ports able to handle the largest ships in the world today. Supersized ships that can transit the Suez Canal and, very soon, the expanded Panama Canal can be accommodated in Baltimore.

Baltimore's success in containers stems from existing long-term contracts with two of the world's largest container shipping companies, MSC and Evergreen, as well as strong business from ACL and CSAV. In addition, the Port continued an aggressive ongoing effort to attract additional volume from key Beneficial Cargo Owners (BCOs), such as IKEA, Pier 1, Costco, Heineken and REI.



CONTAINERS

2013 6,368,570 Tons

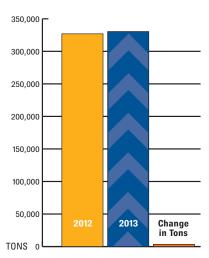
2012 6,297,486 Tons

PERCENT CHANGE +1%

PREVIOUS RECORD

2012 - 6,297,486 Units

Moving forward, the Port will be watching changes that are impacting the container business worldwide, such as the new P3 (MSC, Maersk and CMA-CGM) that includes Baltimore, and potential changes in Evergreen's service that look promising for Baltimore's growth. Other alliances are expected to bring new carriers and expanded service options.

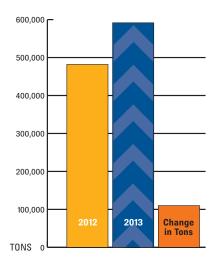


FOREST PRODUCTS-**PAPER**

2013 330,434 Tons

2012 326,987 Tons

PERCENT CHANGE +1 %



FOREST PRODUCTS-PULP

2013 591,570 Tons

2012 481.706 Tons

PERCENT CHANGE +23%



s the number one port in the U.S. for imported forest products, Baltimore saw continued growth in both of its key commodities in 2013. Wood pulp, which is used to produce goods such as paper towels, facial and toilet tissues, and diapers had a 23 percent increase from 2012. The jump was attributed to key account Suzano moving a significant amount of tonnage from a competing port to Baltimore. High production from Brazil pulp mills also was a contributing factor to the increase.

Rolled paper saw a more modest increase of one percent from 2012. UPM continued a strong sales and marketing campaign and increased its volumes through Baltimore despite a challenging market that continues to go electronic with e-readers and tablets.

Baltimore is known throughout the forest product industry as being second to none in handling that business. State-of-the-art facilities, rail, operational

efficiencies, existing deepwater drafts and the proximity to large consumer groups are all key components to the Port's firm grip on this cargo.



roll-on/

hile overall roll-on/roll-off (ro/ro) tonnages were down in 2013 due to worldwide economic conditions, the Port of Baltimore increased its market share in this commodity to 52 percent. Baltimore remains the number one port in the U.S. for handling ro/ro equipment.

Continued economic woes in Europe, the Port's largest ro/ro trading partner, was the main reason for ro/ro's tonnage decline in 2013.

Other factors included the global mining industry reducing its production due to price decreases coupled with a decreased demand for new mining equipment.

Dealing with challenging international economies can be significant, but the Port of Baltimore's excellent reputation in handling ro/ro is an effective counterbalance. The Port's reputation for efficiency, quality and labor are main factors in encouraging shippers and carriers to use Baltimore as their first point of entry.

Baltimore's large and diverse group of competing carriers speaks volumes to the Port's overall operational capabilities, while the Port's proximity to the Midwest makes it a convenient seaport for the world's leading ro/ro manufacturers. Moving forward, Baltimore will continue

to place emphasis on its commitment to ro/ro, its industry-recognized quality program QCHAT and of course the unique Ro/Ro Rodeo.



1,200,000 1,000,000 800.000 600.000 400.000 200.000 2013 TONS -200,000

ROLL-ON/ROLL-OFF

2013 899,416 Tons

2012 1,091,520 Tons

PERCENT CHANGE -18%

cruise

he Port of Baltimore, through its two cruise providers, offers exciting itineraries to the Bahamas, Bermuda, Caribbean and New England/Canada. Despite some challenging issues in 2013, the Port of Baltimore handled a healthy 212,371 people and further

established itself as one of the top cruise ports on the East Coast.

Last year brought a new and improved ship to Baltimore, Royal Caribbean's Grandeur of the Seas. The ship completed a nearly \$50 million renovation that included new dining options, entertainment, staterooms and tech upgrades.

The Carnival cruise ship *Pride*

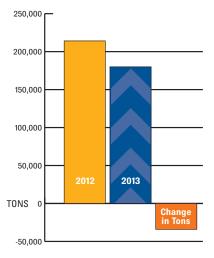
again proved its popularity in the Mid-Atlantic region by selling out nearly its entire Baltimore schedule. Carnival also provided a lift going into 2015 with the recent announcement that the cruise provider will bring the Pride back to the Port of Baltimore for year-round cruising beginning in March 2015.

The Port of Baltimore is the fifthlargest cruise port on the East Coast



A new Manitowoc heavy-lift crane is now in service at the Port of Baltimore. The crane has a 550-ton capacity and a nearly 200-foot, five-section boom.





BREAKBULK/BULK

2013 179,977 Tons

2012 214,069 Tons

PERCENT CHANGE -16%

Ithough breakbulk was down in 2013, prospects for 2014 are bright, with new heavy-lift crane and rail capabilities that place the Port of Baltimore in a very competitive position. Three heavy-lift pads were added to Dundalk Marine

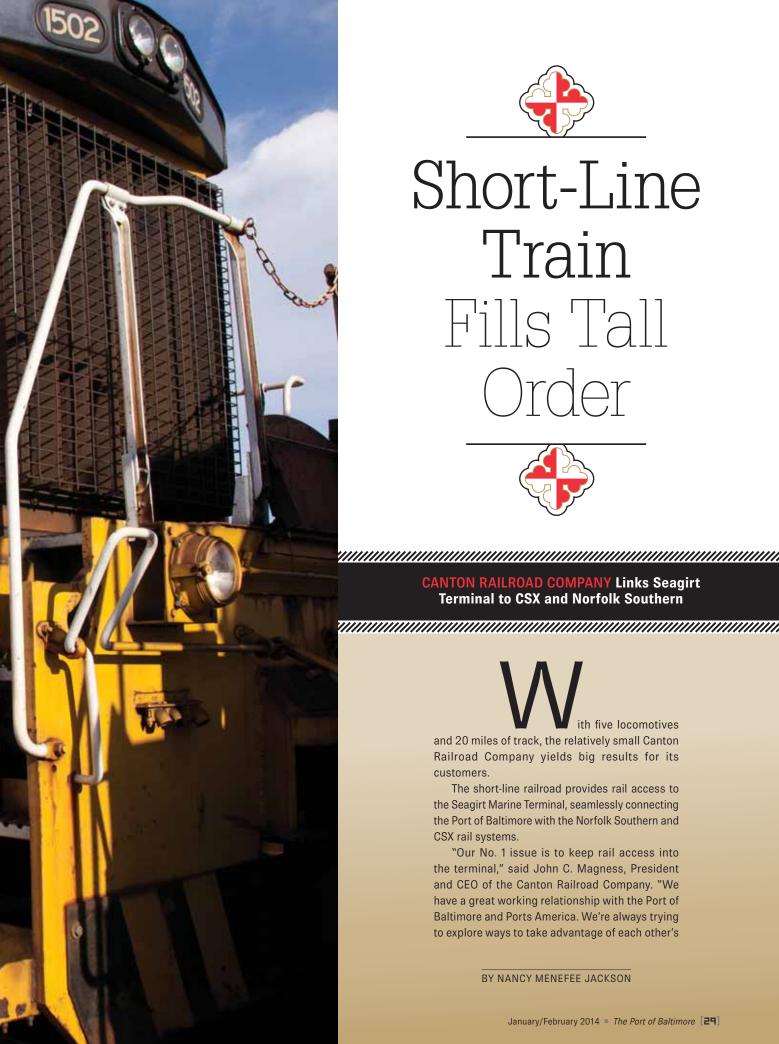
Terminal, with a capacity of 32.5 tons per axle per pad. Working in concert with the heavy-lift pads is a new Manitowoc heavy-lift crane. The crane is state-of-the-art, with a 550-ton capacity and a nearly 200-foot, five-section boom.

The Port of Baltimore handles breakbulk cargos such as wind energy components, transformers and static machinery. Bulk commodities handled at the public terminals include asphalt, molasses and road salt.

and 20th in the world. The location of the cruise terminal off Interstate 95 allows for easy access for cruise vacationers arriving from points north, south and west. With an ideal geographic placement within the third largest U.S. consumer market, and the cruise terminal's location in a state with the highest median household income, the future of cruising looks promising at the Port of Baltimore.









Short-Line Train Fills Tall Order



CANTON RAILROAD COMPANY Links Seagirt Terminal to CSX and Norfolk Southern

and 20 miles of track, the relatively small Canton Railroad Company yields big results for its

The short-line railroad provides rail access to the Seagirt Marine Terminal, seamlessly connecting the Port of Baltimore with the Norfolk Southern and CSX rail systems.

"Our No. 1 issue is to keep rail access into the terminal," said John C. Magness, President and CEO of the Canton Railroad Company. "We have a great working relationship with the Port of Baltimore and Ports America. We're always trying to explore ways to take advantage of each other's

BY NANCY MENEFEE JACKSON

service capabilities."

The railroad, which employs 25 people and serves about 30 customers, also provides switching and rail services for non-Port-related companies.

Headquartered at the eastern edge of Canton, the company owns a transloading facility on Boston Street for customers who don't have their own railroad siding. In addition, it has just built a new grain transfer facility, where containers of agricultural products can be transferred into silos for loading into railcars and trucks supplied by The Terminal Corporation. A subsidiary, Freestate Logistics, runs a small operation with one locomotive in Cecil County, Md.

In addition to grain, the railroad transports crude oil, asphalt, lumber, ethanol, aluminum, cement and chemicals, some of which are used at the nearby Sun Products, a manufacturer of detergents. The company has even handled the gigantic components used to build wind towers, which were loaded onto special railcars.

A key part of the company's operations is switching railcars around until they're in an order that makes loading and unloading easier for its customers.

"Think about it like a mail-sorting operation," Magness said. "We sort and deliver the rail cars to the customer, and when they're finished, we give them back to the [major] railroads."

Said Dave Thomas, Director of Operations for the Maryland Port Administration (MPA), "The MPA recognizes

that Canton Railroad is a critical resource in our efforts to fulfill our core mission of transporting international cargoes through the region. The business relationships that Canton Railroad has built with John Magness at the helm cannot be understated."

While the Canton Railroad owns its locomotives, it doesn't own the railcars, which are the property of companies or other railroads. (Approximately 450 shortline railroads provide vital connections throughout the United States.)

The Canton Railroad Company started in 1906, and when it was developing the

property, it asked the larger railroads to come in, but they weren't interested. "That's one way to get created," Magness said with a laugh, noting that other shortline railroads popped up during the 1980s, when railroads were deregulated and sold off branch lines.

Canton was originally involved in stevedoring and warehousing as well, and it was privately owned until 1987. But that year it was in bankruptcy, and the Seagirt Marine Terminal was under construction. Recognizing the importance of rail access for the new terminal, the State of Maryland bought the Canton Railroad. Today, its stock





is owned by the Maryland Transportation Authority, but it is run like any other private, for-profit company.

And it's a growing company. Recently, the railroad began operating seven days a week. The change is largely due to increased crude oil shipments for APEX Oil, which handles crude from North American shale formations in Canada. The crude is shipped via rail from Canada to Baltimore, where it is loaded onto barges bound for refineries in New Jersey, a state lacking the rail capacity to receive the shipment directly.

One of the biggest challenges the century-old company faces is operating in an urban area that's attracted a growing population of new residents.

"People coming into the area are not familiar with trains and train crossings," Magness said, adding that he has had to explain to callers that whistle blowing is required by law. The company works closely with Jim Kraft, the Baltimore City Council representative, and has agreed to some cosmetic improvements when possible.

"We try to figure out solutions and work with the city," Magness said, pointing out ideas such as the flashing lights on Boston Street that highlight a detour when a train is blocking the road.

A similar challenge is adapting today's freight needs to a sometimes antiquated railroad infrastructure. "Some of these tunnels were built in the 1800s, and nobody believed then that rail cars would be 80 feet long," Magness said.

One area where trains have adapted well to modern life is their significant savings in emissions. It takes four trucks to move one railcar's worth of cargo, so a 20-car train hauled by one engine is doing the work of 80 trucks. Magness notes that Canton has been testing fuel additives as well, to see if it can reduce emissions even further.

The little railroad that could also can meet customers' needs.

"There are a lot of small railroads, and we tend to be a little more flexible in service than the larger railroads," Magness said. "The larger railroads serve many ports, and there's only one port we care about, and that's the Port of Baltimore."



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STORY & PHOTOGRAPHY
BY KATHY BERGREN SMITH

After Nearly a Century, John S. Connor Stays On Top of Changes in Global Trade

CONNOR Keeps Adapting

hen John S. Connor obtained his customs broker's license in 1917, the job meant he carried a large bag filled with his customers' shipping documents to the U.S. Customs House on Gay Street and cleared the imported cargo for them, paying duties and taxes. John S. Connor Licensed Customs Brokers opened an office across the street and became an integral part of the Port of Baltimore's international trade community.

Connor died suddenly in his 40s, leaving a wife and 10 children. The business endured, however, and today the third generation is at the helm of a diversified logistics provider in a very different era of global trade.

Gone are the days of the thick paper cargo manifests to be presented at the Customs House. Today, customers rely upon specialists at John S. Connor, Inc.





From left, Michelle Chaires, Sharon Marconi and Vice President of Compliance Priscilla Royster with the tariff book. Below, Sean Connor in JSC's air freight warehouse.





(JSC) to submit information via computer to U.S. Customs and Border Protection officials days before their cargo arrives in Baltimore, sometimes even before it is loaded in a foreign port.

"Clearing cargo through Customs is just one piece of the end-to-end service we offer," said JSC President Lee Connor, John's grandson. "JSC provides customs and freight-forwarding services to importers and exporters, but we can also arrange door-to-door logistics for cargo worldwide through the partnerships we have built over the past century."

JSC, which also handles air freight, is headquartered near Baltimore/Washington International Thurgood Marshall Airport. JSC's staff has grown to 100 and the company has satellite offices at Dulles International Airport in Washington, D.C., in Louisville, Ken., and at two U.S. East Coast ports. There is also a sales office in Shanghai, China.

The company provides ship agency services and is a Non-Vessel Operating Common Carrier that can ship customers' goods even if it amounts to less than a container load.

"Our cargoes range from a tiny box of human eye tissue that sits next to a pilot on

a flight to an entire Cape-sized ship filled with coal," said Connor, "and everything in between."

Even with all the automation, Connor said it is still a personal service business. "Our people are our number-one asset."

He added, "The world of logistics management in general, and customs brokers and freight forwarders in particular, has changed dramatically since 9/11. Before then, our job was to facilitate global trade. Now, while that is still our job, we are also tasked with helping to ensure that cargoes we handle do not pose a threat to the country." To this end, the federal government has enacted many laws to monitor the supply chain of imported and exported goods from end to end. In order to help its customers understand and abide by the sometimes complex regulations, JSC offers consulting services focused on compliance.

"Over the past three to four years, there have been major changes to regulations in multiple sectors concerning customs, immigration, homeland security and border protection," said Priscilla Royster, JSC's Vice President of Compliance. "John S. Connor realizes these major regulatory changes have a great impact on both our small and medium-sized customers, as many do not have in-house compliance departments."

John S. Connor, Inc. AT A GLANCE

- Established in 1917
- Headquartered in Glen Burnie, with five U.S. satellite offices and a sales office in Shanghai, China
- Approximately 100 employees
- The fourth generation of the Connor family now works at JSC

 Professional relationships include the National Customs Brokers and Forwarders Association of America, American Association of Exporters and Importers, Association of Ship Brokers and Agents, Global Logistics Associates, International Air and Shipping Association and National District Export Council

www.jsconnor.com







These changes have brought about a need for a more robust educational platform utilizing the newest technologies and social media. "We are now able to quickly alert our customers of new or changed regulations through an e-campaign program," Royster said. "Our goal is to continue to assist and educate our customers through the maze of regulatory changes in the most economical manner."

Compliance with regulations such as the Importer Security Filing, which mandates the filing of 10 data elements to Customs before cargo is laden onto a ship in a foreign port, can be complex, but JSC has created a web-based application for this while also allowing 100 percent visibility for customers tracking their cargo.

More major changes in trade regulation are on the way in 2014, according to Royster. "Many of these new regulations center around imported food quality and safety, and if companies are not compliant, they risk costly fines and penalties at — or after — an international border crossing."

Because of JSC's expertise in areas of compliance, and its location near Washington, D.C., the company has seen an increase in specialized cargoes such as products exported by American defense contractors to foreign military customers.

"Military equipment and vehicles sold overseas require special licensing from the State Department," said JSC's Vice President and Director of Ocean Operations Paul F. "Butch" Connor, Jr., another grandson of John. "These sensitive cargoes are closely monitored and we are licensed to provide the customers with the logistics support they need to ship them."

While keeping up with current regulations and facilitating trade is the bread and butter of JSC, the company is also an active member of the Port community. Lee Connor serves on the executive committee of the Baltimore Port Alliance, Royster is wrapping up her term as President of the Baltimore Customs Brokers and Freight Forwarders Association and Butch Connor has served as an industry panelist for groups discussing global logistics.

"We have deep roots here in the Port as we are committed to its success," said Lee Connor, who adds that his two sons have joined the company, representing the fourth generation. "While we have a long legacy in the Port, we want to constantly be looking toward the future."



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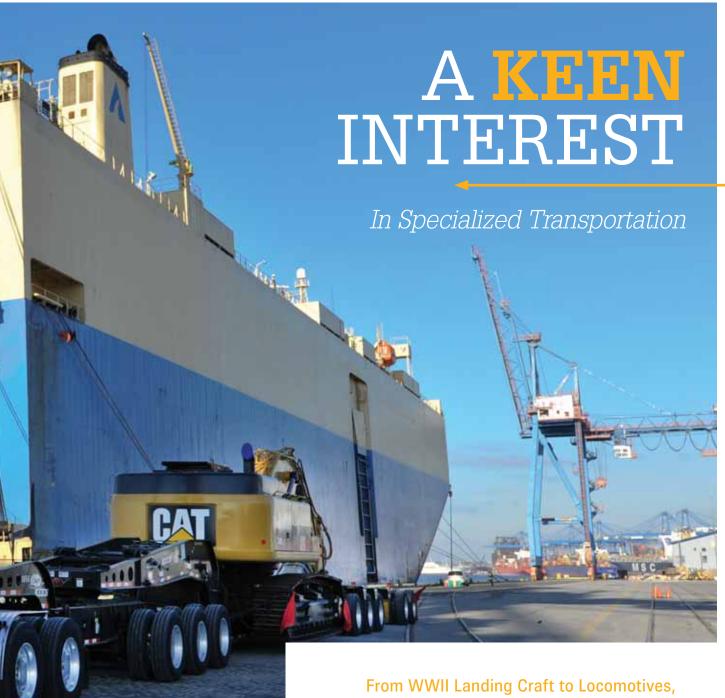


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oving huge items, such as trucks for mining and large pieces of construction equipment, is difficult enough without the additional challenges of storing, inspecting, assembling and modifying them.

But it's just another day at the office — or mining field site, marine terminal or storage facility — for Keen Transport, Inc.



"We consider ourselves the premier provider of specialized transportation and associated logistics services in the United States," said Paul Ross, Keen Transport's Vice President of Operations. "We are the major carrier for over-dimensional freight into and out of the Port of Baltimore."

The company has the largest I-Beam fleet — specialized trailers built for hauling torn-down construction equipment, in the United States — and it focuses on cargo ranging up to 170,000 pounds and 26 feet wide. Some of the more unusual items Keen has moved include World War II landing craft for museums, Civil War cannons, train locomotives and antique construction equipment.

What really sets Keen Transport apart is its value-added services. The company offers comprehensive equipment storage and machine-support services and performs pre-delivery inspections, in addition to assembly and disassembly in the field.

"There is no other provider in the United States that offers the full range of services that Keen Transport does," Ross said.

Jerry Connor, Director of Operations, said, "Keen is an extension of the manufacturer's quality-control process. It might be something as little as performing a multi-point inspection that includes checking the bolt torque specifications and making minor modifications to custom paint work and swapping out attachments, such as blades, buckets and dump beds."

The company also is known for its innovative modifications, such as auto lube systems, GPS installations, electronic and hydraulic modifications and much more.

Connor added, "Much of this had never been offered before, and we continue to provide that level of service every day."

A sophisticated inventory system, including bar coding of products, provides the customer base with accurate and quick inventories.

Keen Transport, which has contracts with all major equipment manufacturers, sends about 20 to 25 trucks a day to the

Keen Transport AT A GLANCE

- Headquartered in Carlisle, Pa.
- 600 employees nationwide
- Among 300 trucks and 600 trailers is the country's largest I-Beam fleet
- Specializes in over-dimensional and project cargo

www.keentransport.com





Dundalk Marine Terminal, both to bring U.S.-manufactured equipment for export or to pick up imported equipment, which is then either taken to its main facility in Carlisle, Pa., or directly to its final destination.

"We have an extremely strong working relationship with the Port," Ross said. "The people down there are wonderful to deal with — we're part of the fabric down there and we think very highly of the people who work there."

Sam Azzarello, General Manager of Logistics for the Maryland Port Administration (MPA), commented, "Keen Transport is a valuable partner to the Port of Baltimore because of the professional services they provide to our many importers and exporters of farm machinery and construction equipment."

Ross also praised the Port community's cooperation when working with overdimensional issues. "It's not unusual to go to a meeting with Sam and have the city, state and Port people all there at the same time," he added.

Keen Transport began 46 years ago as a family-owned company, although two years ago Platinum Equity bought it. The values instilled by founder Harold Keen emphasized an unwavering commitment to the customer.

"It's an unwritten code; the customer comes first — what we promise, we are going to deliver on," Ross said. Among 600 employees nationwide, 300 are drivers, and many have been with Keen for decades.

The company also is known for its well-maintained equipment and fleet of experienced drivers. Keen Transport owns 300 trucks and 600 trailers, ranging from step decks and lowboys to 13-axle superload trailers.

The company's emphasis on reducing fuel consumption and harmful emissions, accomplished in part by upgrading to newer tractors with auxiliary power units that reduce idling, earned it an award of excellence from the U.S. Environmental Protection Agency SmartWay program.

The company has locations throughout the United States, each carefully chosen for proximity to either major manufacturers or a major port. But Baltimore remains one of the company's most strategic and utilized locations.

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BY MERRILL WITTY

From Baltimore Terminal, Tomas Stays Connected to Liberian Rubber Farm

s Assistant Terminal Manager for the Firestone Natural Rubber Company, Baltimore's Jennifer Tomas has an important connection with West Africa. "We operate the world's largest natural rubber

farm," she said. "It's in Liberia, where we have schools, a hospital and housing for our staff." The farm is called Harbel — named after Firestone founder

Harvey Firestone and his wife Idabelle — "and usually shows up on a Liberia, West Africa map," according to Tomas. "It's like a little town, comparable to Sparrows Point when it had housing and a store for its employees."

Firestone Liberia has millions of rubber trees planted on about 100,000 acres of land. Along with achieving its business goals, the company aims to enhance the quality of life for all Liberians by being involved at a community level, providing jobs, housing, education, food and healthcare as it helps rebuild the country after years of civil strife.

From the Port of Baltimore, where Firestone has operated since the late 1940s, "we send over everything from hospital, electrical and plumbing supplies to building materials, tractor/



vehicle parts, fertilizer, etc.," noted Tomas.

In her role as Assistant Terminal Manager, Tomas oversees the daily shipping, receiving and operations. "My staff at the terminal helps the company run like a well-oiled machine," she explained.

In addition to exporting materials needed for Harbel's operations, Firestone's Baltimore terminal sends "donation cargo" that supports the Firestone Medical Center in Duside, Liberia. The hospital hosts volunteer doctors from Children's Surgery International (CSI) and provides free surgeries for kids in need.

"We also sent our vessel with relief goods to Haiti after the earthquake devastated that country," Tomas said. "We in turn import containers of natural latex and store the material in our 42-tank warehouse located at the North Locust Point Marine Terminal."

The terminal has recently switched from bulk receipts to containerized latex. "We used to have two vessels that pumped liquid latex via a pipeline into our warehouse," Tomas said. "Our vessels became too old for transporting bulk latex and



were retired. We then transitioned to receiving latex via containers in a bladder-type bag on charter vessels."

The latex is sent to customers who make it into different items such as carpet backing, mattresses, adhesives and dipped goods. "Our farm does produce block rubber that is used in tires, but only the liquid commodity is brought into Baltimore," she added.

Tomas has been a member of the maritime industry ever since she answered a "help wanted" ad about 10 years ago and joined Unicco, the contractor for Firestone Natural Rubber Co. She's been working directly for Firestone for the past seven years, and has developed a very positive relationship with the Maryland Port Administration (MPA). "It's been great working with Jane Dorsey, Earl Cleaver and the staff in [MPA] Operations," Tomas said. "They have been invaluable with organizing our vessels when they call the Port. It's been so rewarding working for Firestone and at the Port of Baltimore."

The married mother of two young boys said that she loves "spending family time together." She is also currently working toward her degree in Business Administration and is a "huge" Baltimore Ravens football fan.







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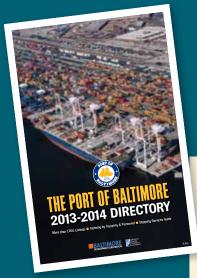
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From left, Intercruises' Cindi Schuman, Capt, Mark Symonds and Cynthia Burman of the MPA.

Symphony's Arrival is Music to Ears of Cruise Passengers

The Crystal Symphony made a stop at the Cruise Maryland terminal in November as part of the cruise line's Caribbean Cruises schedule. The 51,000-ton, 940-passenger vessel features onboard amenities such as a full-service fitness facility, a Caesars Palace at Sea casino, a spa and two pools. More than half of the staterooms offer private verandahs.

Agent: Intercruises Shoreside & Port Services

Stevedore: Ceres Marine Terminals



Rukert Receives Star Livorno

The Star Livorno recently made a trip to Baltimore's Rukert Terminals Corporation. Built in 2013, the container vessel is 204 meters long with a breadth of 32 meters. Grieg Shipping II AS owns the ship.

Agent: Inchcape Shipping Services Stevedore: Beacon Stevedoring Corporation





From left, Bahri's Charles Atkinson, Capt. Robi Pravdica, Rick Pagley of the MPA and Bahri President Capt. Ahmed Khan.

Bahri *Tabuk* Comes to Town

The Bahri *Tabuk*, the third of six vessels recently contracted through Hyundai MIPO, recently sailed into the Port of Baltimore. A new breed of "RoCon" ship that is lighter in weight but offering more cargo-lifting capability, the vessel has a size of 26,000 DWT and features heavy-lift cranes with a 240-ton capacity.

Agent: Bahri General Cargo Stevedore: Ports America



Baltimore Welcomes STX *Brassianna*

Flying the flag of the Marshall Islands, the STX *Brassianna* has made her maiden voyage to Baltimore. The general cargo ship, manufactured in 2012, is 200 meters long and 32.3 meters wide.

Agent: Norton Lilly International Stevedore: Balterm

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STORY BY KATHY BERGREN SMITH

Short Life of Dundalk Airfield Included Early Tragedy

ogan Field, once located across the street from what is now Dundalk Marine Terminal, was an airfield with a short but spectacular history that is all but forgotten today. Built in 1920, it was originally called the Dundalk Flying Field, but by the end of the opening day air show on July 5 of that same year, the name was changed to Logan Field.

That day, Army Lt. Patrick Logan was performing in his World War I French plane, the Red Devil, when he crashed on the field in front of hundreds of spectators. He died there and organizers quickly rededicated the field in his honor.

Logan Field was a busy airfield during the 1920s, offering regular air service to New York, Atlantic City and Miami. Shown

here in 1930, it became the home of the newly formed Aviation Division of the Maryland National Guard and hosted aviation luminaries such as Charles Lindbergh and Amelia Earhart.

Meanwhile, the Baltimore Municipal Airport was being constructed at what is now Dundalk Marine Terminal, with a large Art Deco passenger terminal. As the newer airport became more active during World War II, Logan Field was converted into a prisoner-of-war camp housing German and some Italian soldiers who were sent to work on local farms.

After the war, the airfield was converted to a residential neighborhood called Logan Village.

The above photograph is provided courtesy of the Baltimore Museum of Industry and is part of the museum's BGE collection. Visit the Baltimore Museum of Industry at 1415 Key Highway on the south side of the Inner Harbor; check out their website at www.thebmi.org; or call 410-727-4808. The museum is open Tuesday through Sunday, 10 a.m.-4 p.m.

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